

Message Text

UNCLASSIFIED

PAGE 01 SANAA 00877 160525Z

21

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 /024 W

----- 029102

R 160425Z APR 75

FM AMEMBASSY SANAA

TO SECSTATE WASHDC 5330

INFO SECDEF: ISA (SA) DSAA

USDOC

UNCLAS SANAA 877

E.O. 11652: N/A

SUBJ: TRADE OPPORTUNITY: YAR REQUEST FOR TIRE RETREAD FACILITY

FOR NEA/ARP

1. YAR ARMED FORCES WANTS TO ESTABLISH ITS OWN TIRE RETREADING FACILITY.

2. DATT HAS BEEN APPROACHED FOR P&A DATA FOR ACQUISITION OF NECESSARY EQUIPMENT, TECHNICAL TRAINING, AND MANAGERIAL ADVICE TO BE PAID FOR AS A DIRECT CASH SALE. APPROACH MADE TO DATT BASED ON JORDANIAN MILITARY ADVISORS RECOMMENDATION TO BUY US, SPECIFICALLY FROM LODI DIV OF INTERCOLE AUTOMATION, INC., P.O. BOX 790, LODI, CALIFORNIA, 95240, WHO SOLD A SIMILAR OPERATION TO THE JAF.

3. WHILE VAGUE, IT APPEARS THAT THE YAR ARMED FORCES ARE CONSIDERING A PRODUCTION REQUIREMENT OF APPROX. 1000 TIRES PER MONTH FOR ALL CATEGORIES OF VEHICLES FROM ARMORED CARS THRU 5 AND 2 1/2 TON TRUCKS TO JEEPS AND COMMERCIALLY ACQUIRED SEDANS. INFO AVAILABLE HERE INDICATES THAT THIS WOULD RESULT IN A SALES CASE IN EXCESS OF 100 THOUSAND DOLLARS.

4. IN VIEW OF YAR ARMED FORCES URGENT NEED FOR THIS EQUIPMENT; THEIR ASSURANCE THAT THEY ARE READY TO PAY CASH; AND THEIR DESIRE TO BUY US, REQUEST THAT YOU EXPEDITIOUSLY FOLLOW UP ON THIS AND CONTACT LODI TO ASCERTAIN THEIR INTEREST IN THIS SALE AND THE POSSIBILITY OF A COMPANY REP VISITING YAR FOR DETAILED DISCUSSION.

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PAGE 02 SANAA 00877 160525Z

5. YAR ARMED FORCES CHIEF OF STAFF EXPRESSED HIS DESIRE TO
RECEIVE A SUBSTANTIVE REPLY ON THIS MATTER BY THE END OF
APRIL.

6. IN ABSENCE OF EMBCOMM ATTACHE ON HOME LEAVE, DATT WILL CONTINUE
AS EMBASSY ACTION OFFICER ON THIS MATTER.
SCOTES

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NNN

Message Attributes

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Disposition Event:
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